

Massachusetts Group Conversion Guaranteed Issue Nongroup Membership ¹
as of December 31, 2004

Nongroup Membership HMO Total	MA	MA	MA	12/31/03 MARKET SHARE	12/31/04 MARKET SHARE	Percentage Change
	Members as of 12/31/03	Members as of 12/31/04	MEMBER DIFFERENCE			
NA	0	0	0	0.0%	0.0%	0.0%
HMO Total	0	0	0	0.0%	0.0%	0.0%

Nongroup Membership PREFERRED PROVIDER Total	MA	MA	MA	12/31/03 MARKET SHARE	12/31/04 MARKET SHARE	Percentage Change
	Members as of 12/31/03	Members as of 12/31/04	MEMBER DIFFERENCE			
NA	0	0	0	0.0%	0.0%	0.0%
Preferred Provider Total	0	0	0	0.0%	0.0%	0.0%

Nongroup Membership MEDICAL Total	MA	MA	MA	12/31/03 MARKET SHARE	12/31/04 MARKET SHARE	Percentage Change
	Members as of 12/31/03	Members as of 12/31/04	MEMBER DIFFERENCE			
Celtic Life Insurance Company	0	0	0	0.0%	0.0%	0.0%
Connecticut General Life Insurance Company	24	14	(10)	30.8%	22.6%	-8.2%
Great-West Life and Annuity Insurance Company	5	1	(4)	6.4%	1.6%	-4.8%
GE Group Life Assurance Company	0	0	0	0.0%	0.0%	0.0%
Principal Life Insurance Company	1	1	0	1.3%	1.6%	0.3%
UniCARE Life and Health Insurance Company	48	46	(2)	61.5%	74.2%	0.0%
Medical Total	78	62	(16)	100.0%	100.0%	0.0%

¹ Represents membership in guaranteed issue health plans subject to M.G.L. c. 176M issued only on a group conversion basis. Please see separate report for membership in guaranteed issue health plans available to all eligible persons.